




TOOLS & PRACTICES – Some advanced practices & tools

| Intermediate | Available languages:    | Fee: € 450 |
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| e-Module titles | Objectives | Content |
| STAKEHOLDER ANALYSIS | <p>This module aims at using some advanced Procurement tools & practices, & defining a category strategy:</p> <ul style="list-style-type: none"> - identifying the stakeholders involved in the Procurement process - adapting communication to their roles & expectations | <ol style="list-style-type: none"> 1. CRM 2. From CRM to IBP 3. The Buying Centre |
| MARKET DYNAMICS & PORTER'S 5 FORCES | <p>This module aims at using some advanced Procurement tools & practices, & defining a category strategy:</p> <ul style="list-style-type: none"> - the importance of market dynamics - determining market dynamics with Porter's 5 forces | <ol style="list-style-type: none"> 1. Under & over-capacity cycles 2. Porter's 5 forces models 3. Case study |
| KRALJIC MATRIX - DEFINING A CATEGORY STRATEGY | <p>This module aims at using some advanced Procurement tools & practices, & defining a category strategy:</p> <ul style="list-style-type: none"> - defining & building a Procurement strategy - the Procurement focus per segment - the levers of the Procurement strategy | <ol style="list-style-type: none"> 1. The Kraljic matrix 2. Procurement focus per segment 3. Category procurement - Strategy levers identification |
| RISK ANALYSIS | <p>This module aims at using some advanced Procurement tools & practices, & defining a category strategy:</p> <ul style="list-style-type: none"> - identifying supply risk factors - how & when to perform a Risk Analysis - what actions to take according to risks | <ol style="list-style-type: none"> 1. Risk factors 2. Risk analysis methodology 3. Risk prevention |
| REVERSE AUCTIONS | <p>This module aims at using some advanced Procurement tools & practices:</p> <ul style="list-style-type: none"> - the benefits & challenges of eAuctions - understanding the specificities of the 4 main eAuction types | <ol style="list-style-type: none"> 1. Introduction 2. Introducing eAuctions 3. eAuction suitability 4. eAuction types 5. eAuction features |
| KEY PERFORMANCE INDICATORS (KPIs) | <p>This module aims at defining & implementing some main indicators & knowing how to use some advanced Procurement tools & practices:</p> <ul style="list-style-type: none"> - using KPIs to track supplier performance - understanding KPI measurement & challenges | <ol style="list-style-type: none"> 1. Introducing SRM KPIs 2. Measuring KPIs 3. KPI measurement process 4. Challenges when measuring KPIs |